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**CITY OF TEMPE**  
**REQUEST FOR COUNCIL ACTION****Council Meeting Date: 10/24/2013****Agenda Item: 5B9**

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**ACTION:** Award a one-year contract with four, one-year renewal options to Fluoresco Lighting and Signs for streetlight installation to be used by the Public Works Department.

**FISCAL IMPACT:** The total one-year cost of this contract will not exceed \$350,000. Sufficient funds have been appropriated in the Highway User Revenue Fund – cost center 3824 – for the anticipated expenditures in the current fiscal year.

**RECOMMENDATION:** Award the contract.

**BACKGROUND INFORMATION:** (IFB 14-031) The City of Tempe issued an Invitation for Bid (IFB) to establish a contract for street light installation that will be overseen by the Public Works Department. The contract is utilized to install new poles, replace poles that have become structurally unsound, or have been knocked down. There are approximately 10,000 streetlights maintained by the City of Tempe.

**Submittals**

Six (6) responses were received:

Firm	Submitted Pricing	Note
Contractors West, Inc.	\$ 604,490.00	Offer Withdrawn
Arizona Traffic Signal, Inc.	\$ 721,980.00	Non-Responsive
Fluoresco Lighting and Signs	\$ 831,543.00	
CS Construction, Inc.	\$ 1,012,500.00	
Brooks Bros Utility Contractors, LLC	\$ 1,032,150.00	
Roadway Electric LLC	\$ 1,121,120.00	

Submitted pricing as shown in the above table is based on quantities published in the solicitation and do not necessarily relate to actual contract costs.

The laundry list of requested repairs, and the estimated quantities, encompasses a wide array of services that are not all utilized for every repair, therefore, the bids submitted by firms will exceed actual contract costs.

An Invitation for Bid (IFB) is a solicitation that has defined specifications and is awarded to the firm providing the lowest cost as long as the specified criteria required in the solicitation are met and all requested information provided. The IFB process does not allow for modification of offers after opening.

Two submissions were not considered for the following reasons:

- Contractors West, Inc. requested that the City allow them to withdraw their offer after indicating that they had not included costs for all of the required elements of the bid.
- Arizona Traffic Signal, Inc. failed to include all required information with their submission.

### Cost of Contract

The costs submitted by Fluoresco Lighting & Signs represents a 10% increase over the current contract which has been in place for five-years – the last cost increase being granted in 2010.

The incumbent firm, Brooks Brothers Utility Contractors, increased costs over the current contract pricing by 33% in their offer.

Based on current market conditions, the pricing offered by Fluoresco Lighting and Signs is market competitive and represents a good value to the City.

### Recommendation

It is recommended that a contract be awarded to Fluoresco Lighting and Signs who has submitted the lowest responsive and responsible bid.

**ATTACHMENTS:** 14-031 Fluoresco Lighting & Signs Offer

**STAFF CONTACT(S):** Isaac Chavira, Transportation Maintenance Manager, (480) 350-8349

Department Director: Ken Jones, Finance & Technology Department Director

Legal review by: David Park, Assistant City Attorney

Prepared by: Tony Allen, CPPB, Procurement Officer